

Message Text

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ACTION EB-07

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R 230502Z DEC 75
FM AMEMBASSY JIDDA
TO SECSTATE WASHDC 3183
INFO AMEMBASSY TUNIS
/USDOC WASHDC

UNCLAS JIDDA 8417

STATE FOR EB/OCA/CM

USDOC FOR CAGNE

E.O. 11652: N/A

TAGS: BEXP, ECON, SA, US

SUBJECT: NEAR EAST AND NORTH AFRICAN COMMERCIAL CONFERENCE

1. COMATT JOSEPH O. EBLAN AND ECON COUN MARION GORDON
DANIELS WILL ATTEND TUNIS CONFERENCE.

2. RE PARA (6) REFTTEL, EMBASSY/JIDDA OFFERS FOLLOWING
SUGGESTIONS:

A. ARAB BOYCOTT

FLURRY OF "BAD NEWS" IN THIS AREA WOULD SEEM TO
REQUIRE PRESENTATION ON LEGAL ASPECTS RECENT ACTIONS
OF EXECUTIVE DEPARTMENTS AND FEDERAL RESERVE
BOARD. FOR EXAMPLE, STATE 295052 SEEMED TO
RAISE MORE QUESTIONS THAN IT ANSWERED ON ILLINOIS
AND NEW YORK ANTI-BOYCOTT LAWS.

B. ROUND TABLE WITH LEADING U.S. FIRMS IN MIDDLE EAST.
BELIEVE IT WOULD BE MOST USEFUL IF PROMINENT FIRMS
OPERATING IN AREA WERE INVITED TO PARTICIPATE IN
ONE-HALF DAY FREE-RANGING DISCUSSION OF BUSINESS/
INVESTMENT PROBLEMS AND MIDDLE EAST OUTLOOK.
WOULD INCLUDE FNCB, CHASE, AND ONE MAJOR FROM
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AREAS OF TRADE, INSURANCE, PETROLEUM, CONSTRUCTION,

HEAVEY EQUIPMENT, ETC.

C. SERVICES VS. GOODS TO ARAB STATES.

DISCUSSION OF (OR RESEARCH CONCERNING) IMPORTANCE
OF SERVICES VS. GOODS IN U.S. SALES TO ARAB COUNTRIES.
SALES OF SERVICES DO NOT APPEAR IN TRADE STATISTICS
BUT ARE IMPORTANT FACTOR IN U.S. BALANCE OF PAYMENTS.
WITH OVER \$20 BILLION ESTIMATED IN SAUDI CONSTRUCTION
CONTRACTS NEXT FEW YEARS, ENGINEERING, DESIGN,
CONSULTING LOOM LARGE IN POTENTIAL FOR U.S. FIRMS
SELLING SERVICES, MANAGEMENT AND EVEN OPERATING CONTRACTS.

3. FOR TUNIS: PLEASE RESERVE SINGLES FOR EBLAN AND
DANIELS FOR NIGHTS MARCH 29 THROUGH APRIL 2, INCLUSIVE.
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